A67.40/2 (9-1-78)

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

LIBRARY
OCT 19 1978
AGRICULTURE
Univ. of Florida

September 1, 1978

Trade Inquiries

1750 Grocery lines (Korea). Wishes to buy canned spaghetti, beef, soups, and packaged crackers, one container of 1,000 cases for each item listed. Quality fancy grade, packaging standard export. Quotations CIF Taegu. Delivery as-soon-as-possible. Bank ref: Taegu Bank, Taegu. SIC: 20400000 Contact: Chung Byung Gyu, Planning Department, Dong-A Department Stores, Inc., 20-11 Dongmoon-Dong, Taegu, Korea. Cable: PIGEON ENG, Taegu. Phone: 45-9521/30.

1751 Fresh cranberries (Belgium). Would like to purchase fresh cranberries, one container load per week, best quality, standard cartons containing 24 bags, each 1 pound. Quote FOB U.S. East Coast Ports. Bank ref: Banco Espanol, Brussels. SIC: 01223010 Contact: Willy Heydt, Jacques Fruit, S.A., 100 Rue Picard, 1020 Brussels, Belgium. Telex: 61828. Phone: (02) 426.50.60.

1752 1753 Grocery lines and meats (England). Would like to buy hotel and supermarket food items including First class meat, initially for supply of nine hotels in Middle East. Wants First class quality for hotels, standard quality for supermarkets. Require all health and inspection certificates. Bank ref: Canadian Imperial Bank of Commerce. SIC: 20400000, 20111000 Contact: Ken Moody, B. Terfloth & Co. (UK), Ltd., Eagle House, 1/2 Parkshot, Richmond-Upon-Thames, Surrey, England. Telex: 929284. Phone: 01-948 0055.

1754 1755 Chilled beef and mutton (Hong Kong). Desires chilled beef and mutton, 300 tons beef per month, 450 tons mutton per month, U.S. Prime and Top Choice, shipped in chilled containers for delivery soonest. Quote CIF Tehran by air. Bank ref: Hong Kong Shanghai Banking Corp., Penninsular Branch. SIC: 20111000, 20113000 Contact: Steven Lo, Director, Low Swee Heng International Corp., Ltd., Ashley Mansion, 2nd Floor, 01-14 Ashley St., Tsimshatsui, Kowloon, Hong Kong. Telex: 73881. Cable: MEE KWONG. Phone: 3-689181.

1756-1760 Almonds, rice, pulses, spices, fresh and frozen vegetables (England). Needs almonds, rice, pulses, spices, fresh and frozen vegetables, regular supply of 10-100 tons. Usual U.K. market quality, packed in 100 lb. bags and also consumer packages. Quotations CIF and FOB. Bank ref: Bank of India, Harrow Road, Wembley, Middlesex, England. SIC: 01225005, 20441000, 01139000, 01231000, 20372000 Contact: A.T. Thakrar, M.D.S. Company, 15 Cecil Avenue, Wembley, Middlesex, England. Telex: 923421. Phone: 01-902 7084.

Issued weekly by the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 5935 South Building, Washington, D.C. 20250

1761 Cow gall stones (Peoples Republic of China). Wants cow gall stones for shipment to the Peoples Republic of China. Quantity unspecified. SIC: 20111040 Contact: William M. Liou, President, Ming International Ltd., P.O. Box 333, Wheaton, Illinois 60187. Phone: (312) 668-4777.

1762 1763 Vegetable and animal oils (Germany). Wants vegetable and animal oils; fatty acids derived from refining. Firm anticipates purchases of 1,000-2,000 tons per product per order. Bank ref: Stadtsparkasse, 5270 Gummersbach. SIC: 20930000, 20942040 Contact: Herr Wienpahl, Erlinghagen, Import-Export GMBH, Brueckenstrasse 68-76, 5270 Gummersbach, Germany. Phone: 02261-22230. Telex: 884427.

1764 Dry peas (Portugal). Wishes to purchase dry peas, 100 tons, Alaskan or any other type suitable for canning. Packed in bags in containers or any other reducing price method. Delivery as-soon-as-possible before/or about October 1978. Quote CIF Lisbon. Bank ref: Banco Pinto Magalhaes, Lisbon. SIC: 01139085 Contact: Francisco Costa, Salemos, Exp. Imp. Lda., Praca Do Campo Pequeno 21-5 Esq. Lisboa 1, Portugal. Telex: 12720 ABRUM P. Phone: 730722.

1765 Mushrooms (Denmark). Would like to purchase freeze-dried sliced Champignons (mushrooms). USDA Grade A quality. Bulk for repacking or industrial purpose. Bank ref: Christiania Bank & Kreditrasse, Oslo 1, Norway. SIC: 01231000 Contact: Bjorn Lande, Leif H. Strom, Dronningensgate 10/12, Oslo 1, Norway. Telex: 11194. Phone: 42 98 85.

1766 Pear pulp (Denmark). Wants pear pulp, 1-2 containers, variety "Williams" with good, well rippened taste and color. Samples are to be approved. Delivery October 1978 to January 1979. Pulp has to be guaranteed free from pesticides/herbicides, etc. and packed in cans of about 5 kg B/N. Quote C&F Odense. Bank ref: Den Danske Provinsbank, Odense, Denmark. SIC: 01222050 Contact: H. Steenberg-Hansen, Beauvals-Plumrose Danmark A/S, Havnegade 19, 5000 Odense C., Denmark. Telex: 59865 PLUOD.

1767-1769 Rice, canned fruits and vegetables (Republic of Djibout). Locally-owned and operated import/sales organization wants to expand supplier relationships now concentrated in Europe and the East is interested in rice (white enriched) and canned fruits and vegetables. Company director requests catalogs and other complete information on products of interest, including price lists and delivery data wherever possible. SIC: 20441000, 20331000, 20332000 Contact: Nour Sougueh Khaire, Director, International Trading Establishment, Rue Dethiopie, P.O. Box 1290, Djibouti, Republic of Djibouti (Africa). Cable: NOUR SOUGUEH. Phone: 35-39-75.

1770-1772 Dry juice concentrates, chilli and tomato sauces (Malaysia). Wishes dry juice concentrates for fruit cordial, orange, grape, cherry, black currant, lemon, mango, and grenadine. Also interested in chilli and tomato sauces dry concentrates or concentrates. SIC: 20343000, 20336040, 20336000 Contact: Lau Chow Beng, 419 Jalan Cross, Off Lower Sungei Maong, Green Road, Kuching, Sarawak, East Malaysia.

1773 Lentils (Greece). Wants 500 MT lentils, green, Number 1 quality, packed in 100 lb. or 50 kg bags. Delivery as-soon-as-possible and must be prior to March 31, 1979. Gafta arbitration required. Payment: cash against shipping documents upon arrival of goods. Quotations CIF or C&F Piraeus. Bank ref: Commercial Bank of Greece. SIC: 01139092 Contact: Spiros Georgeoglou, Elamer Ltd., 14, Kenofontos Street, Athens 118, Greece. Telex: 214233 ELAM GR. Phone: 3232920.

1774 1775 Strawberries, cranberries, blueberries (New Zealand). Interested in importing berry stock for propagation and would like potential U.S. suppliers notified that now royalties can be collected and returned to the U.S. They are interested in strawberries, all cranberries and blueberries. Bank ref: Bank of New Zealand, Lambton Quay Wellington. SIC: 01223030, 01223000 Contact: Executive Secretary, E.G. Newman, New Zealand Berryfruit Propogators Ltd., P.O. Box 10232, Wellington, New Zealand. Cable: VEGFED. Phone: 723-795.

1776 Fruit sugar (Germany). Desires fruit sugar, 20 tons per shipment. Quality crystalline. Packed in usual export bags, containerized: 20 to 40 ft. containers, delivery to start immediately. Quote FAS Port of Embarkation. Bank ref: Bankhaus Lampe, Hamburg. Contact: Werner Rahloff, Brandstwiete 4, 2000 Hamburg 11, West Germany. Télex: 21 61 755 WERO D. Cable: CORONA, Hamburg. Phone: 32 79 49 and 33 59 10.

1777 Rice (Switzerland). Wishes milled rice, 100 MT, parboiled, first grade, packed in 100 lb bags for delivery Nov.-Dec. 1978. Bank ref: Volksbank, Bern. SIC: 20444000 Contact: W.E. Zesiger, Stucker and Zesiger AG, Bumplizstrasse 35, Box 78, 3027 Bern, Switzerland. Telex: 3 22 44. Phone: (031) 55 96 66.

1778 Fresh apples (Lebanon). Needs fresh apples, 1,200 MT, Double Red extra Fancy, first Choice full coloration, no decay, size 88/125. Origin Washington State. Packed in cartons of 21 kgs gross weight with trepack. Delivery: shipment 10/20 September 1978. Quotations CIF Dubai U.A.E. Bank ref: Banque National De Paris, Hamra Street, Beirut, Lebanon. SIC: 01222010 Contact: Abdel Rahman Khayat, Khayat-Chebaro & Company, Boustani Street, Gardenia Bldg., Beirut, Lebanon. Telex: 20389 KHAYATLE. Cable: CHEBAKHIT, Beirut. Phone: 302016 or 306432 Beirut.

1779 1780 Ghee, corn flour (Malaysia). Wants ghee, 100% pure, and white cornflour. Quantity depend on prices, first grade quality. Ghee packed in lithographed tins, cornflour in multi-ply paper bags, for prompt delivery. Quote CIF Penang, Port Klang or Singapore. Bank ref: Chung Khiaw Bank, Penang. SIC: 20210040, 20413000 Contact: Lee Chin Teong, Eng Wan Trading Company, 57 Beach Street, Penang, Malaysia. Phone: (04) 23446.

1781 Wheat (Ecuador). Interested in locating suppliers for 6,000 MT of soft wheat, low protein, 12% max. moisture for September or October 1978 delivery. Send offers FOB, CIF and C&F with financing. SIC: 01131070 Contact: Sr. Octavio Hernandez, Industrial Molinera, El Oro No. 109, Guayaquil, Casilla No. 644, Guayaquil, Ecuador. Phone: 34 20 60. Telex: 3504 MOLINO.

1782 Rice (France). Interested in buying 50,000 tons per year of long grain, parboiled rice. Packed in new gunny bags of 50 kgs, if possible, on platforms fitted with slings. Delivery from end of 1978 maximum in 1979. Certificate of U.S. origin if possible with documents required in French. Quote CIF African ports (Abidjan, Cotonou, Lagos), or FOB American port. Bank ref: Rothschild Bank, 96 Rue Nationale 59800 Lille, France. SIC: 20444000 Contact: Guy Cornet, President, G.C. International, 96 Rue Nationale, 59800 Lille, France. Telex: 110114 Public X Litte. Phone: (57) 56.97.

1783 Frozen chicken (Trinidad). Desires frozen whole chickens and parts ½ million pounds, individually cellophane wrapped and packed in standard size cartons for immediate delivery. Quote CIF Trinidad. Bank ref: Barclays Bank of Trinidad and Tobago Ltd., 59 Indenpendence Square, Port-of-Spain, Trinidad, W.I. SIC: 20151000 Contact: Anthony James, General Manager, Central Marketing Agency(of Trinidad and Tobago Government), Beetham Highway, P.O. Box 449, Port-of-Spain, Trinidad. Cable: CENIRAMARK, Trinidad. Phone: 62-34101 and 62-354 05.

1784 Frozen chicken (Chile). Interested in importing 25 to 50 tons of frozen chickens of 1,200 to 1,600 grams each with the respective edible viscera. First class quality, deep frozen, preferably broilers. Type of packaging wooden cases or cartons with only one layer of chickens 10 to 12 kg net. Time of delivery as-soon-as-possible by direct steamer in freezing chambers without transhipment CIF Ponta Arenas, covering insurance all risks, war, 60 days in custom up to our warehouse. Payment by Letter of Credit. SIC: 20151000 Contact: Carlos Ludewig, Nueva York 80, Casilla 73-D, Santiago, Chile. Telex: 40602 DINAC CL.

1785 Grocery line (Korea). Needs package foods, i.e. quick oatmeal, corn meal, corn grits, corn flakes, oat groat, mixed cereal for baby, confectionery, i.e. biscuits, crackers, cheese crackers, spaghetti, cheese and butter, salad oil, peanut oil, cotton seed oil, corn chips, maple syrup, canned fruits, black pepper. Wants 150,000 dollars per month. Good quality. Packaging depends upon sellers option, but standard export packing. Delivery usually within one month after receipt of at sight Irrevocable Letter of Credit or depends upon sellers option. Buyer requires authorities certification on Letter of Credit. Quote CIF or C&F Inchon/Pusan, Korea. Bank ref: Korea First Bank, Seoul Main Office. SIC: 20400000 Contact: Chikwan Chung, Executive Director, General Supplies Company, C.P.O. Box 1311, Seoul, Korea or 71-1, Burchamg-Dong, Chong-Ku, Seoul, Korea. Telex: GSSEL K24229. Cable: KINGSUPPLIES Seoul, Korea. Phone: 777-3700 or 782-2565.

1786 Mixed feeds and grocery line (Belgium). Belgian importer doing business in Africa
1787 interested in the following products: corned beef, 40 tons per month in cans 250-500 grams. for delivery Zaire, quote FOB U.S. ports or CIF Matadi; mixed feeds (cattle), 13.5 percent protein, 8.5 percent roughage, packed in plastic bags each 50-60 kilos, 20,000 tons annually (in 10 shipments) for Mauritania, and 20,000 tons annually (in 4 shipments) for Senegal, quote FOB U.S. ports and C&F Nouakchott and Dakar; rice in bags 25 or 50 kgs each, 2,500 tons (100% brokens) for Mauritania and 10-20,000 tons (25% broken) for Senegal, quote FOB U.S. ports and C&F Nouakchott and Dakar; wheat flour, 11% protein, 14% moisture, 0.6% ash,

75% extraction rate, 50 kilo bags, 12-20,000 tons annually for Mauritania, 20,000 tons annually for Senegal, 100 tons annually for Mali. Quote FOB U.S. ports and C&F Nouakchott and Dakar and C&F Bamako Air-freight; refined sugar, 20% in lumps (1 kilo boxes) and 80% in 2 kilo loafs, 10-15,000 tons for Mauritania and unspecified quantity for Senegal. Quote C&F Nouakchott and Dakar; yeast for baking, 4 tons monthly packed in 400 boxes containing 20 packages each 500 grams. Quote FOB U.S. ports and C&F Nouakchott, Mauritania; milk powder 25-50,000 kilos annually for Zaire in cans each 450-500 grams, 500 tons annually for mali in bags each 25 kilos. Quote FOB U.S. ports and C&F Matadi and C&F Bamako Air-freight; pasturized milk, 25,000 liters annually each for Mauritania and Senegal, in half liter glass bottles. Quote FOB U.S. ports and C&F Nouakchott and Dakar. SIC: 20422040, 20400000 Contact: J. Joris, 17 Place Albert 1st., 6220 Fleurus (Charleroi), Belgium. Telex: 51516 AFA B. Phone: (071) 811524.

1788 Beer (Saudi Arabia). Needs beer (non-alcholic), agent for several European juice and beer companies wishes to introduce American non-alcoholic beer to the Saudi Market. Non-alcholic beer has already been introduced and is doing very well. Agent wishes to introduce famous national American beer to market. Value purchases $500,000 per year. Contact: Khalid Batayil (owner/manager), Batawil Establishment for Trade and Commerce, P.O. Box 2393, Jidda, Saudi Arabia. Telex: 401624 ZODIAC SJ. Phone: 23723.

1797 Goldenstraw (Trinidad). Wants goldenstraw for bedding for race horses. Qty: container load of 20,000 pounds. Contact: David Lee, David Lee Ltd., P.O. Box 651, Corner South Quay-Henry Streets, Port-of-Spain, Trinidad. Phone: 623650. Cable: VIDA. Bank ref: Barclays Bank, Trinidad.

Foreign Trade Developments

Japanese Food Mission arriving next month. More than 50 Japanese Food Importers will be visiting the United States on a 5-city buying mission October 15 - 29. The team will see food displays of U.S. products and meet with U.S. company representatives in San Francisco October 15-16, Portland October 17-18, Chicago October 19-21, New York October 22-24 and New Orleans October 25-28.

The Japanese group will comprise key decision makers from the leading supermarkets, department stores, wholesale firms, and trading companies in Japan. The team has selected "committee members" from each area of interest to host a seminar at each food exhibit where Japanese Food Safety and Customs Regulations will be discussed. This presents an excellent opportunity for small and medium sized U.S. firms to receive an appraisal of the potential of their products in the Japanese market.

U.S. food and processors interested in the Japanese market and wishing to participate as exhibitors in any of the exhibit cities should contact: San Francisco - Marvin Lehrer, USDA/FAS, Room 5935 South Building, Washington, D.C. 20250, phone (202) 447-7777; Portland - Ken Meier, Oregon Department of Agriculture, Agriculture Building, Salem, Oregon 97310, phone (503) 378-3787; Chicago - Laverne Brabant, MIATCO, 300 West Washington Street, Suite 710, Chicago, Illinois 60606, phone (312) 368-4448; New York - Rosario Caponetto, EUSAFEC, 2 World Trade Center, Suite 5095, New York, New York 10047, phone (212) 432-0020; New Orleans - Herb Stone, SUSTA, International Trade Mart, Suite 338, 2 Canal Street, New Orleans, Louisiana 70130, phone (504) 568-5985.

Beef, Transversus Abdominus-- The Japanese Ministry of Agriculture, Forestry and Fisheriers (MAFF) has stated that imports of the transversus abdominus muscle (referred to by the trade as inside skirt meat) will be subject to import quotas effective October 1, 1978. It also states that such meat will not be counted against the "high quality" beef portion of the quotas provided the documentation and labeling do not specify U.S. Prime or U.S. Choice.

Venezuela Food Fair. A Venezuelan trade corporacion is holding a food show in Caracas October 25 - November 4th at which U.S. firms are invited. The exhibit officials will make all the necessary logistical arrangements and necessary import permits, but each participant will have to arrange and pay the expenses for air transport of products from the U.S. to the exhibit site. For complete details contact Mauricio Mutis, General Coordinator, Corporacion Venezolana De Comercio De Caracas, Calle Real De Sabana Grande, Edificio Onivas, Primer P150, Oficina 101, Apartado 62.631, Caracas 105, Venezuela. Phone: 72-53-66 or 72-3057.

UNIVERSITY OF FLORIDA
3 1262 09051 3788